

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Old Adirondack

#### New York Manufacturing Extension Partnership

#### Old Adirondack Obtains Financing To Grow Business

**Client Profile:**

Old Adirondack (originally Willsboro Wood Products) moved from Keeseville, New York to a new building in Willsboro, New York after it was purchased by a new owner. The company manufactures cedar furniture and traces its history back to the late 1800s. It currently employs 16 people and is expected to grow to 59 employees in three years.

**Situation:**

Old Adirondack was on the verge of bankruptcy due to absentee management when Steve Maselli, a local resident, stepped in to buy the company. Realizing he was short on funds and that he needed help to obtain financing, he asked the Council for International Trade, Technology, Education, and Communication (CITEC), a NIST MEP network affiliate and division of the New York Manufacturing Extension Partnership, for assistance.

**Solution:**

CITEC prepared five-year pro forma financials based on Old Adirondack's history and projected sales growth to help Mr. Maselli make his decision to purchase the assets. CITEC then produced a business plan and negotiated a financing package for almost \$2 million that included six lenders. This allowed Mr. Maselli to purchase the business, build a new building for the operations, and purchase new equipment. By purchasing the company, Mr. Maselli saved 16 jobs and the company now has a chance to grow due to new management and efficiency improvements.

**Results:**

Applied for and received a six-lender financing package.

Saved 16 jobs, with growth-stimulated potential for 43 new jobs within three years.

Invested \$2 million in plant and equipment.

Anticipated sales to double within one year.

Expecting the company to earn a profit shortly.

**Testimonial:**

"CITEC provided critical assistance, expertise and credibility while developing Old Adirondack's short-term and long-term business plans. The result allowed

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us to successfully assemble a complex funding structure for building the new company by obtaining funding commitments from six different sources including state and national governmental organizations. This project would never have happened without CITEC's financial consulting services."

Steve Maselli, Chief Executive Officer